

U.S. Department of Justice

Washington, DC 20530

**Supplemental Statement****Pursuant to the Foreign Agents Registration Act of 1938, as amended**For 6 Month Period Ending January 31, 2021

(Insert date)

**I - REGISTRANT**

1. (a) Name of Registrant (b) Registration Number
- Bavarian U.S. Offices for Economic Development, LLC 6015
- (c) Primary Business Address
- 80 Pine Street, 24th Floor
- New York, NY 10005

## 2. Has there been a change in the information previously furnished in connection with the following?

## (a) If an individual:

- (1) Residence address(es) Yes ☐ No ☐
- (2) Citizenship Yes ☐ No ☐
- (3) Occupation Yes ☐ No ☐

## (b) If an organization:

- (1) Name Yes ☐ No ☒
- (2) Ownership or control Yes ☐ No ☒
- (3) Branch offices Yes ☐ No ☒

## (c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

**IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSES TO ITEMS 3, 4, 5, AND 6.**3. If the registrant previously filed an Exhibit C<sup>1</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☐If yes, has the registrant filed an updated Exhibit C? Yes ☐ No ☐

If no, please file the updated Exhibit C.

<sup>1</sup> The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

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4. (a) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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(b) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

Name	Position	Date Ceased
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5. (a) Has any person named in Item 4(a) rendered services directly in furtherance of the interests of any foreign principal?

Yes ☐ No ☒

If yes, identify each such person and describe the service rendered.

Name	Foreign Principal(s) Represented	Services
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(b) During this 6 month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

Name	Residence Address	Citizenship	Position	Date Assumed
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(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or Connection	Date Terminated
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(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
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6. Have short form registration statements been previously filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement or submitted with this filing? Yes ☒ No ☐

If no, list names of persons who have not previously filed the required statement or are not submitting a short form with this filing.

**II - FOREIGN PRINCIPAL**

7. Has the registrant's connection with any foreign principal(s) ended during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish the following information:

Foreign Principal

Date of Termination

8. Has the registrant added any new foreign principal(s)<sup>2</sup> during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish the following information:

Foreign Principal

Date Added

9. In addition to those named in Items 7 and 8, if any, list the foreign principal(s) whom the registrant continued to represent during the 6 month reporting period.

Bayerisches Staatsministerium fuer Wirtschaft, Landesentwicklung und Energie  
(Bavarian Ministry for Economic Affairs, Regional Development and Energy)

10. (a) Has the registrant filed Exhibits A and B for the newly added foreign principal(s), if any, listed in Item 8?

Exhibit A<sup>3</sup>Yes ☐No ☐N/A ☒Exhibit B<sup>4</sup>Yes ☐No ☐N/A ☒

If no, please file the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal(s) whom the registrant represented during this 6 month period?

Yes ☐No ☒

If yes, has the registrant filed an amendment to these exhibits?

Yes ☐No ☐

If no, please file the required amendment.

<sup>2</sup> The term "foreign principal" includes, in addition to those defined in Section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

<sup>3</sup> The Exhibit A, which is filed on Form NSD-3, sets forth the information required to be disclosed concerning each foreign principal.

<sup>4</sup> The Exhibit B, which is filed on Form NSD-4, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

**III - ACTIVITIES**

11. During this 6 month reporting period, has the registrant engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☒ No ☐

If yes, identify each foreign principal and describe in full detail all activities and services:

Foreign Principal	Activities/Services
Addendum I (Description of responsibilities)	
Addendum II (Website, Mission, Services)	

12. During this 6 month reporting period, has the registrant, on behalf of any foreign principal, engaged in political activity<sup>5</sup> as defined below? Yes ☒ No ☐

If yes, identify each foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers and subject matter. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's political activities.

Bavarian Ministry for Economic Affairs, Regional Development and Energy promoting investments in the German state of Bavaria.

Set forth below in the required detail the registrant's political activities.

Foreign Principal	Date	Contact	Method	Purpose
Bavarian Ministry for Economic Affairs, Regional Development and Energy				
Addendum III (Report, mails, brochures)				

13. In addition to the above described activities, if any, has the registrant engaged in activity or rendered any services on its own behalf which benefits the registrant's foreign principal(s)? Yes ☐ No ☒

If yes, describe fully.

Foreign Principal	Activities/Services
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<sup>5</sup> "Political activity," as defined in Section 1(o) of the Act, means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



**IV - FINANCIAL INFORMATION****14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, has the registrant received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☐ No ☒

If no, please explain why no monies were received.

The registrar had reserves to use for all expenses from prior registration periods.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>6</sup>

Foreign Principal	Date Received	From Whom	Purpose	Amount	Subtotal
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Total

**(b) RECEIPTS - FUNDRAISING CAMPAIGN**

During this 6 month reporting period, has the registrant received, as part of a fundraising campaign<sup>7</sup>, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☐ No ☒

If yes, has the registrant previously filed an Exhibit D<sup>8</sup> to its registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date \_\_\_\_\_

If no, please file the required Exhibit D.

**(c) RECEIPTS-THINGS OF VALUE**

During this 6 month reporting period, has the registrant received any thing of value<sup>9</sup> other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☒ No ☐

If yes, furnish the following information:

Foreign Principal	Date Received	From Whom	Purpose	Thing of Value
Bavarian Ministry for Economic Affairs, Regional Development and Energy			promotion	brochures

<sup>6, 7</sup> A registrant is required to file an Exhibit D if he/she collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

<sup>8</sup> An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

<sup>9</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

**15. (a) DISBURSEMENTS-MONIES**

During this 6 month reporting period, has the registrant disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement or transmitted monies to any such foreign principal? Yes ☒ No ☐

If no, explain why no disbursements were made.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Foreign Principal	Date	Recipient	Purpose	Amount	Subtotal
not applicable, no money was transmitted to foreign principal, expense list in addendum IV.					

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Total

**(b) DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, has the registrant disposed of anything of value<sup>10</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

Foreign Principal	Date	Recipient	Purpose	Thing of Value
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**(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, has the registrant (or any short form registrant) from its own funds and on its own behalf either directly or through any other person, made any contributions of money or other things of value<sup>11</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

Date	Donor	Political Organization/Candidate	Method	Amount/Thing of Value
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10, 11 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

**V - INFORMATIONAL MATERIALS**

16. (a) During this 6 month reporting period, has the registrant prepared, disseminated or caused to be disseminated any informational materials?<sup>12</sup> Yes ☒ No ☐

(b) If yes, identify each such foreign principal for which informational materials were disseminated and respond to the remaining items in this section.

Bavarian Ministry for Economic Affairs, Regional Development and Energy

17. During this 6 month reporting period, has a budget been established or specified sum of money allocated to finance the registrant's activities in preparing or disseminating informational materials? Yes ☒ No ☐

If yes, identify each such foreign principal, and specify the period of time and the amount.

Foreign Principal	Period of Time	Amount
See Addendum IV		

18. During this 6 month reporting period, has the registrant's activities in preparing, disseminating or causing the dissemination of informational materials included the use of any of the following:

- |  |   |  |   |
|--|---|--|---|
| <input checked="" type="checkbox"/> Magazine or newspaper  | <input checked="" type="checkbox"/> Advertising campaigns | <input checked="" type="checkbox"/> Press releases | <input checked="" type="checkbox"/> Pamphlets or other publications |
| <input type="checkbox"/> Lectures or speeches  | <input type="checkbox"/> Radio or TV broadcasts           | <input type="checkbox"/> Motion picture films      | <input checked="" type="checkbox"/> Letters or telegrams            |
| <input checked="" type="checkbox"/> Email  |   |  |   |
| <input checked="" type="checkbox"/> Website URL(s): <u>www.bavaria.org ; www.bavaria-westcoast.com</u>   |   |  |   |
| <input checked="" type="checkbox"/> Social media websites URL(s): <u>www.linkedin.com/company/bavaria-u-s-offices-for-economic-development</u> |   |  |   |
| <input type="checkbox"/> Other (specify) <u>www.facebook.com/invest.in.bavaria.us.offices</u>  |   |  |   |

19. During this 6 month reporting period, has the registrant prepared, disseminated, or caused to be disseminated informational materials among any of the following groups:

- |   |  |  |
|---|--|--|
| <input checked="" type="checkbox"/> Public officials    | <input type="checkbox"/> Newspapers                              | <input type="checkbox"/> Libraries                           |
| <input type="checkbox"/> Legislators                    | <input checked="" type="checkbox"/> Editors                      | <input checked="" type="checkbox"/> Educational institutions |
| <input checked="" type="checkbox"/> Government agencies | <input checked="" type="checkbox"/> Civic groups or associations | <input type="checkbox"/> Nationality groups                  |
| <input type="checkbox"/> Other (specify) _____          |  |  |

20. Indicate the language used in the informational materials:

- ☒ English ☐ Other (specify) \_\_\_\_\_

21. Has the registrant filed with the FARA Unit, U.S. Department of Justice a copy of each item of such informational materials prepared, disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☒

If no, please please file the required informational materials.

22. Has the registrant labeled each item of such informational materials with the statement required by Section 4(b) of the Act?




Yes ☒ No ☐

<sup>12</sup> The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

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**VI - EXECUTION**

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date	Printed Name	Signature <sup>13</sup>	eSigned
March 01, 2021	Martin Kaiser	/s/ Martin Kaiser	
			
			
			

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<sup>13</sup> This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

Addendum 1) Page 1

Registrant: Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology-U.S. Office for Economic Dev.

**Description of Responsibilities of the Bavarian Representation in the U.S.A.**

- Active participation in preparing Bavarian marketing strategies for the U.S.A. Particularly in light of representative's experience in and knowledge of the market new ideas and initiatives for the marketing strategies are expected.
- Establishing contacts with U.S. Companies for direct investments, joint ventures, cooperation agreements, etc. (lead generation).
- Cultivating contacts with multipliers in the business community (banks, accountants, management consultants, associations, Chambers of Commerce, industrial planning organizations etc.) and utilizing these contacts for lead generation.
- Creation and execution of direct mail campaigns and sending out information materials about location Bavaria to target groups.
- Compiling of specific information about certain companies within the target group, such as company size, position in the market, international business activities etc.
- Organizing and executing seminars and informational events in the United States about location Bavaria.
- Organizing business trips for members of the Ministry for Economic Affairs to the U.S. including personal support, and possibly accompanying the visitor(s).
- Providing diverse services for the Ministry for Economic Affairs such as storage and shipment of information materials, handling inquiries by mail, telephone or facsimile etc. (office service).
- Ongoing reporting (in writing every two months) on current developments within the U.S. market, especially international expansion activities of U.S. companies in Europe.
- Keep current on and occasional feedback on other countries, including European regions and North America market activities (observe competition).



# Bayerisches Staatsministerium für Wirtschaft und Medien, Energie und Technologie

Topics

Economy & Location Marketing

Invest in Bavaria

## INVEST IN BAVARIA

### The State of Bavaria's business promotion agency



The State of Bavaria's business promotion agency, Invest in Bavaria, is in charge of attracting direct investment. Since 1999, Invest in Bavaria has supported companies from Germany and abroad in setting up or expanding operations in Bavaria.

Invest in Bavaria produces individualised information, helps to find the right location in Bavaria and facilitates contact with local authorities, associations and important networks for implementing projects. Invest in Bavaria's services are free of charge. All queries will, of course, be handled confidentially.

The State of Bavaria's business promotion agency is a reliable and competent partner throughout all of the phases in an investment project.

#### Planning and preparing

The better the information about potential locations is, the more certainty and efficiency there is for making an investment decision. Invest in Bavaria provides companies interested in Bavaria as a business location with comparative, reliable information on the market and business environment, on industry and technology networks, and on funding and financing instruments.

#### Selecting a business location

The location criteria specific to a project are developed mutually according to the investor's wishes and needs. According to that profile of requirements, Invest in Bavaria will create specific location suggestions, identify appropriate commercial properties and spaces, and organise on-site inspections.

### Videos



„BAVARIA - Your Business. Your Future.“ Experience Bavaria from a fascinating perspective.

### Publications



#### Invest in Bavaria information leaflet

This leaflet informs about Invest in Bavaria, the inward investment and business promotion agency of the Free State of Bavaria.

Stand: Januar 2014

PDF (541 KB)



## **Making things happen**

Once the decision has been made for a business location, Invest in Bavaria makes sure that the companies are supported by the right local partners. Invest in Bavaria researches funding possibilities, facilitates contact to appropriate funding institutions and, upon request, to potential financing partners. Invest in Bavaria also handles questions involving taxes, laws and administration for uncomplicated and seamless coordination with the authorities relevant to the project, the regional business development agencies and specialised service providers.

## **Developing the business location**

Invest in Bavaria continues to be available to companies interested in its services even after establishing operations in Bavaria. Invest in Bavaria's broad spectrum of services ranges from information on Bavarian business promotion, like the trade fair participation programme, and information on useful company databases and sector networks to providing contact to foreign communities. Invest in Bavaria is also at their side for expansion projects with advice, action and good contacts.



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(<https://bavaria.org>)

Roadshow

Cities

Eligibility

Partners

About Us

Contact Us

## **Powering the Smart Factory & Smart City Bavarian USA Roadshow**



(<https://bavaria.org>)

The Bavarian U.S. Offices for Economic Development is going out on the "ROAD" with our **Powering the Smart Factory and the Smart City Roadshow**. This is an opportunity for innovators, founders, global players, investors, city and state representatives and other private and public sector leaders, who are building and running smart cities and smart factories, to learn how their passion is addressed in Bavaria. Bavaria is Germany's premier hub for mobility, Europe's top-tech hub and a global forerunner in smart factories. Our roster includes, so far, 3 cities in America's industrial heartland: Pittsburgh, Columbus and Detroit, and we **look forward to meeting YOU there.**

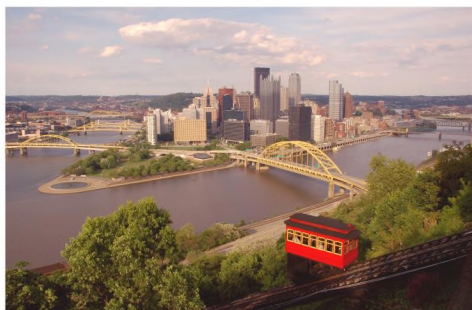
Join us for engaging talks by executives from German companies and from our partner cities in the areas of Smart Factory and Smart City as well as speed pitches by local startups and growth companies. During the post event reception, local startups and growth companies will have the chance to network the Bavarian way, at the Bavarian "**Beer-Bench**" Speed Networking. Sit down with Bavarian global players and German Mittelstand companies at a typical Oktoberfest style table. In a fun setting you will get insights into the smart city and smart factory landscapes in Germany while getting to know German companies **looking to collaborate with innovators like you!**

PROGRAM ([HTTPS://BAVARIA.ORG/WP-CONTENT/UPLOADS/2018/08/ROADSHOW-PRO](https://bavaria.org/wp-content/uploads/2018/08/ROADSHOW-PRO))

CLICK HERE TO GET INVOLVED ([HTTPS://DOCS.GOOGLE.COM/FORMS/D/E/1FAIPQLSC2I](https://docs.google.com/forms/d/e/1FAIPQLSC2I))

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## Roadshow Cities (to date)

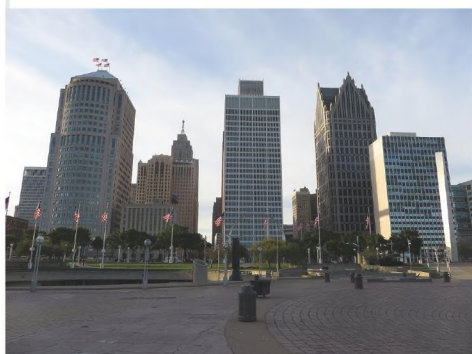


Pittsburgh, PA

More information coming soon!

Columbus, OH

More information coming soon!



Detroit, MI

More information coming soon!

## Eligibility

**To be selected as one of our presenting companies you must:**



(<https://bavaria.org>)

**ative, high-growth tech driver in smart city or smart factory**



(<https://bavaria.org/wp-content/uploads/2018/02/Business-path-Lg-bw-cropped2.png>)

**Have a growing roster of US customers and a clear product/service roadmap**



(<https://bavaria.org/wp-content/uploads/2018/04/rocket.png>) **Have the**

**passion to bring your greatness to Europe!**

## About Us





(<https://bavaria.org>)

**Bavarian U.S. Offices for Economic Development** is the U.S. representative office for **Invest in Bavaria**, a division of the German State of Bavaria's Ministry for Economic Affairs, Regional Development and Energy. Bavaria, with capital city Munich, is home to global players such as BMW, Siemens, Wacker Chemie, Allianz and Adidas along with more than 1200 U.S. companies—IBM, Microsoft and Google to name a few. Bavaria, Europe's top tech hub, has a strong record as a successful base for leading international companies to drive business and innovation.

The Bavarian U.S. Offices offers cost free assistance to U.S. companies and investors to help them to find the optimum location for their European business and to identify investment opportunities in Germany's most innovative state, Bavaria. The organization also assists Bavarian companies considering international expansion into the U.S.. The Bavarian U.S. Offices for Economic Development, LLC with cross cultural teams in New York, Boston, San Francisco and New Haven, is one of Invest in Bavaria's 26 representative offices globally.

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(<https://bavaria.org>)

## FOR QUESTIONS

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(<mailto:invest@bavaria.org>)

**Phone:** 212-317-0588

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2/27/2020

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(https://bavaria.org)

and The Business Promotion Agency of the German State of Bavaria | Site Credits

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for-

economic-

development-  

llc) (https://www.facebook.com/investin.Bavaria.New.York)



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(<https://bavaria.org>)



## Accelerators in Bavaria: the fast lane to success



A successful startup needs a good idea. But even the best idea cannot take off without contacts, business and marketing...

Read more (<https://www.invest-in-bavaria.com/en/blog/>)

Events

2/27/2020

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(/events)

Latest events Invest in Bavaria hosts where you can meet the team

MORE (/EVENTS)

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Bavaria is both a top-tier business location as well as one of the most beautiful places to live in. <https://bavaria.org>  
Find out why below.

**Why it's great to live and to do ...**



2/27/2020



## How we can help

We offer various kinds of assistance to investors





(<https://bavaria.org>)

## Planning and Preparation

Location search and location selection

Implementation



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(<https://bavaria.org>)

## Growing in Bavaria

[Request Assistance](#)

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## Why Bavaria

What companies say about their chosen location



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Grote Industries, as the world's leading manufacturer and provider in the LED

lighting technology sector, the location in Lower Bavaria offers outstanding conditions for tapping and supplying the entire European market. From our European headquarters in Niederwinkling, we can supply customers throughout Europe with premium, energy-efficient Grote Industries products quickly and reliably. And the sector environment fits our goals perfectly, too. We have successfully added large numbers of customers from the commercial vehicles, construction machinery and agricultural machinery sectors to our portfolio since 1st February 2009, and were able to establish production at the Niederwinkling site extremely quickly."

Klaus Vetterl, Managing Director of Grote Industries Europe.

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the Bavarian Lower Main region is one of  
(<https://bavaria.org>)  
Europe's most attractive industrial

locations. There are certainly not many other places in the world from which you can reach so much expertise within just two or three hours' travel. There are 22 universities within 120 kilometres. Our company has invested hundreds of millions of euros in the CIBA VISION site in Großwallstadt over the last few decades. Both new technologies and research & development are consistently expanded here. The excellent transport links are a key success factor for the innovative and efficient CIBA VISION logistics centre. Up to 40,000 orders are sent from here to customers all over Europe every day."

Dietrich Fechner, CEO of CIBA VISION GmbH



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(<https://bavaria.org>) many's strong economy and large number of top IT companies make it a key growth market for Huawei. Bavaria and the Nuremberg region here are particularly important for our research and development work. The Nuremberg area really stands out as a cluster region in the sector, making it one of Europe's leading regions in the IT sector. Thanks to the many universities and research institutions, it is home to large numbers of highly-qualified and motivated workers and an excellent infrastructure for the science sector. Together with our partners, we are constantly expanding our research and development activities here."

Olaf Reus, Director Public Affairs &  
Communications, Huawei Technology





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Munich vs. Berlin  
(<https://bavaria.org>)

Berlin might be nice to start with in Germany. However, if you wish to do serious business you have to set up in Munich"

Dr. Wieland Holfeder, Engineering Director & Site Lead, Google Germany GmbH

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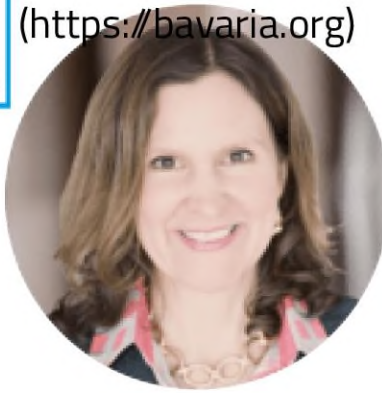
# We are here for you locally, worldwide.

Are you looking to expand your company to Europe? We provide you with all the important information, valuable contacts and customized support for your expansion project. Our cross cultural teams in the U.S. and Bavaria, Germany look forward to helping you. Our services are always cost free and confidential.

2/27/2020



(<https://bavaria.org>)



Jan Danisman

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development-  

llc) (<https://twitter.com/InvestInBavaria>) (<https://facebook.com/InvestInBavaria>) (<https://linkedin.com/company/bavarian-us->

## INVITATION: OktoberINVESTfest

- Timeframe: July/ August/ September
- Outreach: approx. 800 people



## Join OktoberINVESTfest 2020!

Meet innovative growth stage Startups, leading Investors, and industry experts at the 8th OktoberINVESTfest, a half-day virtual American-German investors' and partnering conference on October 29th, 2020 - hosted by Invest in Bavaria in partnership with the New York City Economic Development Corporation.

A select group of **20 Top Innovators** from the US and Bavaria, Germany operating across sectors including **Cybersecurity**, **HealthTech**, and **Smart Factory/Smart City** will present and be available for one-on-one meetings.

Dive into our **transatlantic networking opportunities** and listen to **expert talks** featuring **European and American venture capital** firms and **rising scale-ups** from both sides of the Atlantic. **Limited availability - apply now!**

Apply [here](#) to attend!

Apply [here](#) to present!

Check our [website](#) for regular updates!

## Who Should Attend

- Innovative growth-stage startups seeking investment capital
- Companies looking to expand their reach and networks in the US and Germany
- Investors looking to discover US and European hot growth startups

## Why You Should Attend

- Grow in the US and Germany: build and foster your network in business communities on both sides of the Atlantic
- Raise capital from VCs, family offices, growth capital, and sector specific investors
- Connect with partners, industry thought leaders, and top-level management from presenting companies



- Gain valuable insights into how US and European VCs think about international expansion strategies for startups
- Learn how to thrive internationally from German and American rising scale-ups
- Meet with insiders from Invest in Bavaria and the New York City Economic Development Corporation to open doors into both regions



Be part of the premier Bavarian-American investors and partnering conference in the US and secure your spot by October 19th, 2020!

Your team at the Bavarian U.S. Offices for Economic Development, East

Phone: +1 212-317-0588 | Email: [newyork@bavaria.org](mailto:newyork@bavaria.org) | Web: [www.oktoberinvestfest.com](http://www.oktoberinvestfest.com)

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Headquarters | Invest in Bavaria, Bavarian Ministry of Economy | Munich, Germany

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[e]<sup>2</sup>EXPAND  
2  
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## Your virtual path to European expansion

READY TO EXPAND 2 EUROPE [e]<sup>2</sup>?**GET EXPERT INSIGHTS – LEARN FROM PEERS – MAKE CONTACTS**  
**Delivered straight to your (home)office, 100% virtual**

Learn why 1,200+ companies like Google, Microsoft, IBM, and Amazon have offices in the German State of Bavaria with capital city Munich, **Europe's #1 tech hub.**

## EXPAND 2 EUROPE WITH US

**The only US-based expansion program to help tech companies to rapidly open offices in Germany's most innovative state:****Instant access** and intros to top German & US experts.**Accelerated path** to \$20 trillion of EU purchasing power, groundbreaking research, a world renowned tech ecosystem and home for your growing business in Europe.**Learn:** Three months of live streaming webinars to help you understand the European market and shape your expansion roadmap!**Connect:** 1 on 1 connections to key players in the tech scene, as well as in the startup, corporate, research, university and government ecosystems to hit the ground running.**Network:** Earn a chance to attend the next leading founders and startup festival in Munich - Bits and Pretzels 2020.**Start:** Open your turnkey European Office! Compete to win three months of FREE co-working space, business coaching, direct introductions and access to the European market.A EUROPEAN EXPANSION PROGRAM  
HERE IN THE US - FOR FREE  
ZERO EQUITY TAKEN!**APPLY NOW**[www.expand2europe.org](http://www.expand2europe.org)  
[expand@bavaria.org](mailto:expand@bavaria.org)

## MARK YOUR CALENDAR

Application Deadline: July 12, 2020  
Program Duration: Aug 2020 - Sep 2020

## ELIGIBILITY

- ☒ Innovative, growth-stage U.S. tech company
- ☒ Established business model
- ☒ Product or service selling in the U.S. market

YOUR HOSTS AT THE  
BAVARIAN U.S. OFFICES

Find us on LinkedIn  
[www.bavaria.org](http://www.bavaria.org)

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## Your virtual path to European expansion

### EXPANSION WEBINARS

**Session 1** | August 2020

**Spread the word:** Intercultural Differences in Story telling, Selling & Pitching

**Session 2** | August 2020

**Continuous Innovation:** Taking advantage of R&D institutes, partnerships and collaborations in Bavaria

**Session 3** | September 2020

**Financial Support:** State-funded Support Programs & (Early Stage) Funding Landscape in Bavaria

**Session 4** | September 2020

**Growing your team:** Attract, hire and retain talent & understand labor regulations

**Session 5** | October 2020

**Being compliant:** Understanding European data privacy laws and regulations

**Session 6** | October 2020

**Legal Framing:** Setting up a legal entity in Germany and understanding German taxation

**In addition to the group sessions, you will receive 1-on-1 mentoring.**

### EXCLUSIVE NETWORKING OPPORTUNITIES

**Sept 27 – Sept 29, 2020 | Munich, Germany (or virtual)**

**Bits & Pretzels** (or other option): Meet investors and partners, selected E2E Fellows only

**Oct 2020 | New York, USA (or virtual)**





**OktoberINVESTfest:** Present to investors and partners

### ABOUT US

The **Bavarian U.S. Offices for Economic Development** are the U.S. representative offices for **Invest in Bavaria**, a division of the German State of Bavaria's Ministry of Economic Affairs. We assist companies worldwide in expanding to Germany's largest state and vice-versa. With cross cultural teams in New York, San Francisco, Boston and New Haven, we are one of Invest in Bavaria's 28 representative offices globally.

### OUR SERVICES

We provide you with the information and contacts you need to successfully establish and grow your presence in Bavaria. As a government entity, our support is free of charge and confidential, including:

-  **Planning and preparation**
-  **Location search and site selection**
-  **Implementation**
-  **Growing in Bavaria**

### OUR PARTNERS (Selection)



**FARA filing for the period Aug 1st 2020 - Jan 31st 2021**

**Expenses**

**Bavarian US Offices for Economic Development, LLC**

[1. New York office](#)

[2. San Francisco office](#)



**Bavarian US Office for Economic Development, LLC - New York Office**  
**Expenses August 1st 2020 - January 31st 2021**

**Expense**

**5480 · Bavarian US Expense**

**548000 · Payroll**

5480001 · Gross Salaries	150,795.02
5480002 · P/R Taxes	9,728.01
5480003 · Health Benefits	16,105.08
5480004 · Retirement	8,618.98
5480005 · Service fee	2,555.50

**Total 548000 · Payroll** 187,802.59

**548010 · Event Expenses** 9,631.09

**548023 · Office Lease Expense**

5480230 · Rent	9,857.75
5480231 · R&M	75.25

**Total 548023 · Office Lease Expense** 9,933.00

**548024 · Office Insurance**

5480240 · Property	551.00
5480242 · Umbrella	333.75
5480243 · Fiduciary	121.96
5480245 · Director's & Officer's	339.86
5480246 · Auto Insurance	107.92
5480248 · Misc. Insurance	31.48

**Total 548024 · Office Insurance** 1,485.97

**548025 · Office Expense**

5480258 · Bank Charges	40.00
5480259 · Misc. Expense	18,680.23

**Total 548025 · Office Expense** 18,720.23

**548027 · Telecommunication Expense**

5480270 · Phone	900.00
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**Total 548027 · Telecommunication Expense** 900.00

**548029 · IT & other Elect.** 1,639.30

**548030 · Depreciation Expense**

5480300 · IT & Other Electronics	2,273.35
5480301 · Furniture & Equipment	260.81

**Total 548030 · Depreciation Expense** 2,534.16

**548080 · Professional Fees** 12,036.99

**Total 5480 · Bavarian US Expense** 244,683.33

**Total Expense** 244,683.33

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**Bavarian US Office for Economic Development, LLC - San Francisco Office****Expenses August 1st 2020 - January 31st 2021****Expense****5480 · Bavarian US Expense****548000 · Payroll**

5480001 · Gross Salaries	144,202.51
5480002 · P/R Taxes	10,101.15
5480003 · Insurance Benefits	9,557.69
5480004 · Retirement	7,083.29
5480005 · Service fee	3,120.08

<b>Total 548000 · Payroll</b>	<b>174,064.72</b>
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548010 · Event Expenses	9,012.01
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548020 · Travel	554.16
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548021 · Entertainment	58.90
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**548023 · Office Lease Expense**

5480230 · Rent	31,854.10
5480231 · R&M	6,206.90
5480233 · Storage	480.00

<b>Total 548023 · Office Lease Expense</b>	<b>38,541.00</b>
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**548024 · Office Insurance**

5480240 · Property	642.74
5480241 · Fidelity	71.63
5480242 · Umbrella	333.77
5480245 · Director's & Officer's	371.34
5480246 · Auto Insurance	3,181.16
5480248 · Misc. Insurance	-199.67

<b>Total 548024 · Office Insurance</b>	<b>4,400.97</b>
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**548025 · Office Expense**

5480250 · Supplies	204.01
5480254 · Database	36.34
5480255 · Automobile Lease	4,200.00
5480258 · Bank Charges	30.90
5480259 · Misc. Expense	15,822.43

<b>Total 548025 · Office Expense</b>	<b>20,293.68</b>
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**548027 · Telecommunication Expense**

5480270 · Telephone	1,432.23
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<b>Total 548027 · Telecommunication Expense</b>	<b>1,432.23</b>
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**548030 · Depreciation Expense**

5480300 · IT & Other Electronics	2,618.27
5480301 · Furniture & Equipment	1,809.79

<b>Total 548030 · Depreciation Expense</b>	<b>4,428.06</b>
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548080 · Professional Fees	10,757.71
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<b>Total 5480 · Bavarian US Expense</b>	<b>263,543.44</b>
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<b>Total Expense</b>	<b>263,543.44</b>
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